

# MARKET ACTION REPORT

March 2010

City: *Monte Sereno*

**Daniel Pizano**

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Price Range: All | Properties: Single Family

## Market Profile & Trends Overview

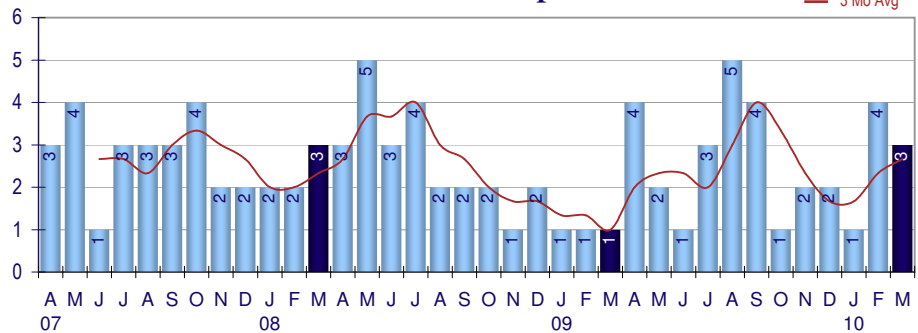
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$2,379,000	↓		↑				
Average List Price of all Current Listings	\$2,952,139	↑		↑				
March Median Sales Price	\$2,100,000	↑	↓	↑	↑	↑	↑	
March Average Sales Price	\$2,378,333	↑	↓	↑	↑	↑	↑	
Total Properties Currently for Sale (Inventory)	27	↑		↓				
March Number of Properties Sold	3	↓		↑	8	↑		
March Average Days on Market (Solds)	21	↓	↓	↓	98	↓	↑	
Asking Price per Square Foot (based on New Listings)	\$707	↑	↑	↑	\$663	↓	↓	
March Sold Price per Square Foot	\$721	↑	↓	↑	\$1,089	↑	↑	
March Month's Supply of Inventory	9.0	↑	↓	↓	10.4	↓	↓	
March Sale Price vs List Price Ratio	94.8%	↑	↑	↓	85.1%	↓	↓	

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2009) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

## Property Sales

March Property sales were 3, up 200.0% from 1 in March of 2009 and -25.0% lower than the 4 sales last month. March 2010 sales were at their highest level compared to March of 2009 and 2008. March YTD sales of 8 are running 166.7% ahead of last year's year-to-date sales of 3.

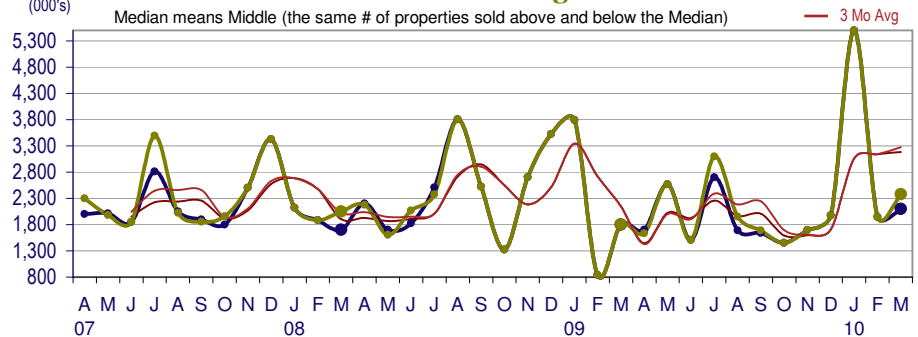
### Number of Properties Sold



## Prices

The Median Sales Price in March was \$2,100,000, up 16.7% from \$1,800,000 in March of 2009 and up 7.8% from \$1,947,500 last month. The Average Sales Price in March was \$2,378,333, up 32.1% from \$1,800,000 in March of 2009 and up 22.0% from \$1,948,750 last month. March 2010 ASP was at the highest level compared to March of 2009 and 2008.

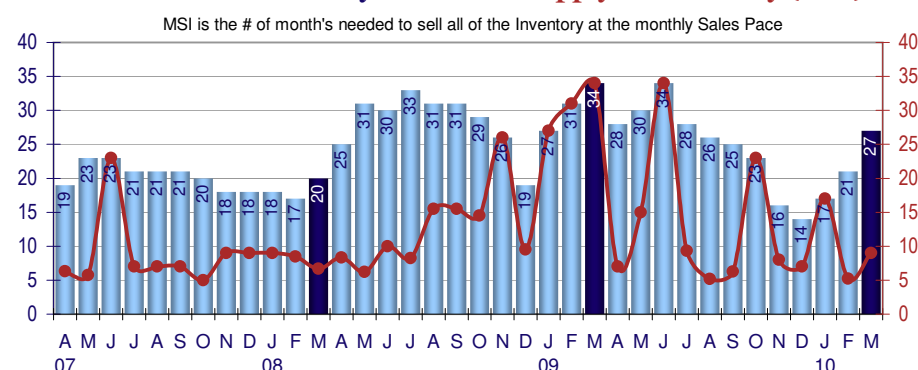
### Median Sales Price and Average Sales Price



## Inventory & MSI

The Total Inventory of Properties available for sale as of March was 27, up 28.6% from 21 last month and down -20.6% from 34 in March of last year. March 2010 Inventory was at a mid level compared with March of 2009 and 2008.

### Total Inventory & Month's Supply of Inventory (MSI)



A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2010 MSI of 9.0 months was at a mid level compared with March of 2009 and 2008.

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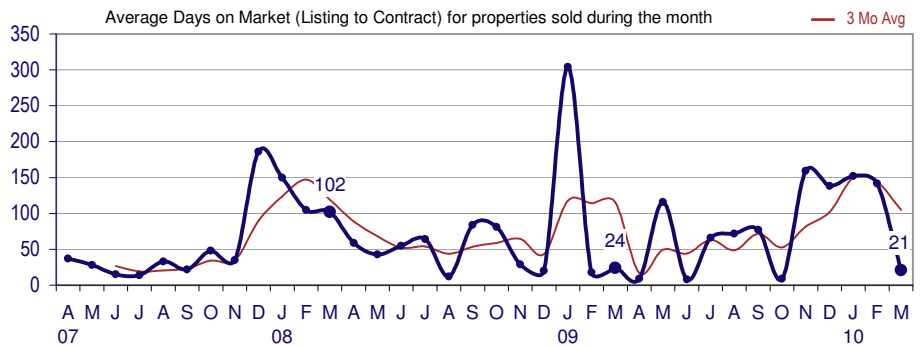


Price Range: All | Properties: Single Family

## Market Time

The average Days On Market (DOM) shows how many days the average Property is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for March was 21, down -85.2% from 142 days last month and down -12.5% from 24 days in March of last year. The March 2010 DOM was at its lowest level compared with March of 2009 and 2008.

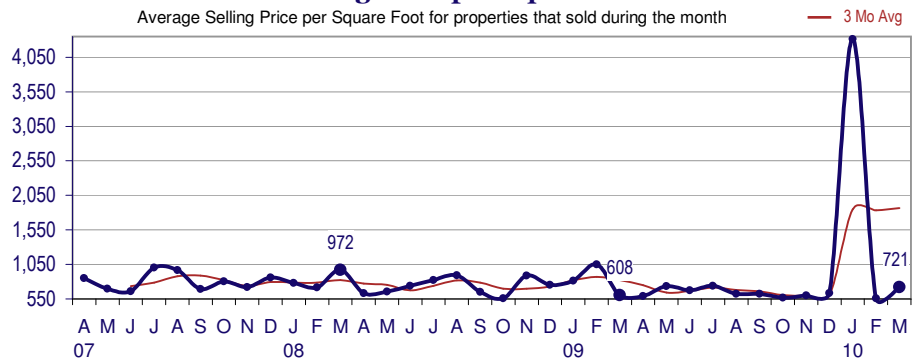
## Days On Market for Sold Properties



## Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The March 2010 Selling Price per Square Foot of \$721 was up 29.1% from \$559 last month and up 18.6% from 608 in March of last year.

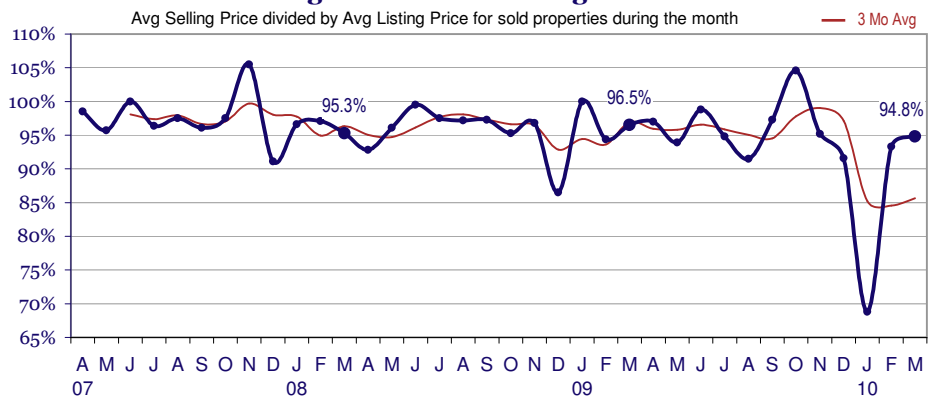
## Selling Price per Square Foot



## Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2010 Selling Price vs Original List Price of 94.8% was up from 93.3% last month and down from 96.5% in March of last year.

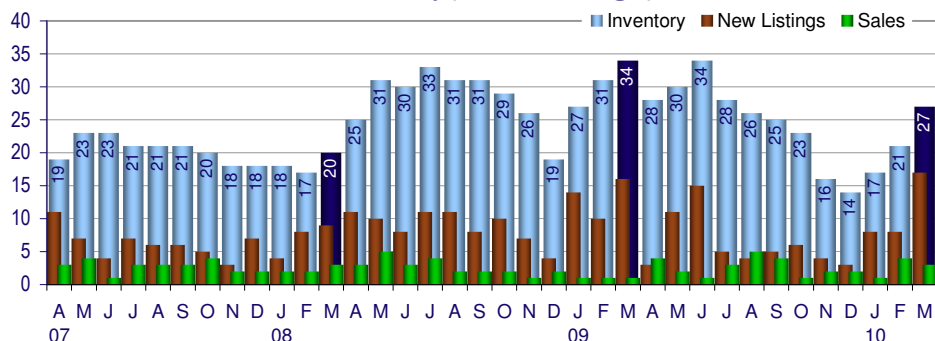
## Selling Price versus Listing Price Ratio



## Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in March 2010 was 17, up 112.5% from 8 last month and up 6.3% from 16 in March of last year.

## Inventory / New Listings / Sales



## City: Monte Sereno

Price Range: All | Property Types: Single Family

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
Homes Sold	3	4	1	3	3	3	4	2	2	2	2	3	3	5	3	4	2	2	2	1	2	1	1	1	4	2	1	3	5	4	1	2	2	1	4	3
3 Mo. Roll Avg			3	3	2	3	3	3	3	2	2	2	3	4	4	4	3	3	2	2	2	1	1	1	2	2	2	2	3	4	3	2	2	2	2	3

(000's)	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
Median Sale Price	2000	2013	1850	2813	2050	1900	1798	2500	3425	2120	1883	1700	2200	1700	1825	2505	3808	2525	1323	2700	3525	3795	845	1800	1700	2569	1510	2699	1690	1641	1450	1699	1978	5500	1948	2100
3 Mo. Roll Avg			1954	2225	2238	2254	1916	2066	2574	2682	2476	1901	1928	1867	1908	2010	2713	2946	2552	2182	2516	3340	2722	2147	1448	2023	1926	2259	1966	2010	1594	1597	1709	3059	3142	3183

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
Inventory	19	23	23	21	21	21	20	18	18	18	17	20	25	31	30	33	31	31	29	26	19	27	31	34	28	30	34	28	26	25	23	16	14	17	21	27
MSI	6	6	23	7	7	7	5	9	9	9	9	7	8	6	10	8	16	16	15	26	10	27	31	34	7	15	34	9	5	6	23	8	7	17	5	9

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
Days on Market	37	28	15	14	33	22	48	35	186	150	105	102	59	43	55	64	12	84	81	29	20	304	18	24	9	116	8	66	72	77	9	159	138	152	142	21
3 Mo. Roll Avg			27	19	21	23	34	35	90	124	147	119	89	68	52	54	44	53	59	65	43	118	114	115	17	50	44	63	49	72	53	82	102	150	144	105

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
Price per Sq Ft	852	699	661	1005	969	692	805	721	859	781	719	972	633	657	739	824	892	650	557	887	752	815	1048	608	591	735	675	738	623	623	568	603	633	4314	559	721
3 Mo. Roll Avg			737	788	878	889	822	740	795	787	786	824	775	754	676	740	818	789	700	698	732	818	872	824	749	645	667	716	679	662	605	598	601	1850	1835	1865

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
Sale to List Price	0.985	0.957	1.000	0.964	0.975	0.961	0.975	1.055	0.911	0.966	0.971	0.953	0.928	0.961	0.995	0.975	0.972	0.973	0.953	0.968	0.865	1.000	0.944	0.965	0.970	0.939	0.988	0.948	0.915	0.973	1.046	0.952	0.916	0.688	0.933	0.948
3 Mo. Roll Avg			0.981	0.974	0.980	0.967	0.970	0.997	0.980	0.977	0.949	0.963	0.951	0.947	0.961	0.977	0.981	0.973	0.966	0.965	0.929	0.944	0.936	0.970	0.960	0.958	0.966	0.958	0.950	0.945	0.978	0.990	0.971	0.852	0.846	0.856

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
New Listings	11	7	4	7	6	6	5	3	7	4	8	9	11	10	8	11	11	8	10	7	4	14	10	16	3	11	15	5	4	5	6	4	3	8	8	17
Inventory	19	23	23	21	21	21	20	18	18	18	17	20	25	31	30	33	31	31	29	26	19	27	31	34	28	30	34	28	26	25	23	16	14	17	21	27
Sales	3	4	1	3	3	3	4	2	2	2	2	3	3	5	3	4	2	2	2	1	2	1	1	1	4	2	1	3	5	4	1	2	2	1	4	3

(000's)	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
Avg Sale Price	2302	1985	1850	3496	2025	1853	1956	2500	3425	2120	1883	2050	2177	1607	2068	2370	3808	2525	1323	2700	3525	3795	845	1800	1634	2569	1510	3096	1952	1690	1450	1699	1978	5500	1949	2378
3 Mo. Roll Avg			2046	2444	2457	2458	1945	2103	2627	2682	2476	2018	2036	1945	1951	2015	2749	2901	2552	2182	2516	3340	2722	2147	1426	2001	1904	2392	2186	2246	1697	1613	1709	3059	3142	3276

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